



BUSINESS DEVELOPMENT ACCOUNT EXECUTIVE - OBC (W/M/D). COLOGNE, GERMANY

Are you ready to charter your own career?

The runway to success in global aviation begins here...

Are you looking for an opportunity to work for a global brand where you can use your skills, be part of a diverse team and grow with a dynamic company?

This is a unique opportunity to leverage your expertise as a **Business Development Account Executive with our On Board Courier (OBC) Team** and contribute to the continued success of a leading global brand. Join our dynamic OBC Team out of our **Cologne or Frankfurt** locations!

We will provide the successful candidate with any necessary training, as well as the industry know-how.

Purpose of Role

- To provide detailed market analysis in order to facilitate targeted and specific sales campaigns for the OBC product.
- To liaise with operations and sales teams in all OBC offices and foster collaboration.
- To target outreach to sectors as directed by the VP of Sales
- To work as needed on various special business development, risk, legal and sales projects.
- To maximize business opportunities by offering customers tailored-made solutions to meet with clients' requests within budgetary and operational restrictions, while making suitable profit for the Company.
- To build strong productive relationships with clients to ensure business objectives are achieved.
- Grow the current and new customer total Gross Profit.

Key Responsibilities

Business Development

- To proactively identify opportunities to grow the business in new and existing markets to ensure business objectives are met.
- Use initiative to identify new potential areas for business development.
- Keep up to date with competitor activity to identify business opportunities.
- Work towards and in line with all agreed group sales and operations strategies.
- Work towards agreed and measurable performance targets.
- Work in partnership with the local broker departments by providing them with all relevant information.
- To continually develop knowledge of all business sectors.

Client Relationship Management

- Liaise with operations and corporate development departments to optimize sales growth for the group as well as streamlining internal processes.
- Market the company services to new prospect customers by telephone or E-mail to actively develop new areas of business.
- Visiting potential, new and existing customers with a view to generate further business.
- Maintain and develop relationships with both key clients and new business leads to maximise business opportunities and increase client loyalty in an industry where client retention is never guaranteed.

Information Management

- In a timely manner as defined by the Manager, record all pertinent customer prospect information and sales activity in the CRM system.
- Keep up to date on latest operational capabilities.
- Keep up to date on latest OBC procedures.
- Keep up to date on competitor activities and market trends.

Qualities We Look For

- Team player working in a fast-paced environment
- Strong problem-solving skills and decision-making aptitude
- Goal-oriented, self-disciplined, and self-motivated

- Strong ethics and reliability
- Highly organized with meticulous attention to detail
- Ability to successfully balance client needs with business objectives

What's In It For You

- Competitive salary
- Comprehensive benefits package
- Opportunity to join a global company and be part of a diverse international team
- Unlimited access to thousands of courses on LinkedIn Learning platform

With over 50 years of experience, the Chapman Freeborn Group provides a diverse range of aviation-related services on a global basis. Our expertise in all areas of the air charter industry makes us the number one choice for many of the world's leading logistics providers, multinational corporations, travel partners, and well-known names from the entertainment business.

Chapman Freeborn is a family member of Avia Solutions Group, a leading global aerospace services group with almost 100 offices and production stations providing aviation services and solutions worldwide. Avia Solutions Group unites a team of more than 11,500 professionals, providing state-of-the-art solutions to the aviation industry and beyond.

Chapman Freeborn aims to promote equality, diversity, fairness and respect for future and current staff at all levels of the organization. We aim to provide equal opportunities in all aspects of employment and to ensure that the talent and skills of all individuals are maximized.

Chapman Freeborn provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Chapman Freeborn OBC offers door-to-door, on board courier services for time-critical shipments. The company is headquartered in Europe with additional operations centres in USA and Hong Kong - providing clients with 24/7/365 hand-carry solutions. With Chapman Freeborn OBC, a dedicated courier accompanies the shipment from pick up to delivery straight to the recipient. Whether it's manufacturing components to keep an assembly line running, the latest prototype technology, or a time-sensitive consignment of samples, Chapman Freeborn OBC gets it delivered.